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MANUALLY EXECUTED

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

92-2270

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

For quarter ending March 31, 1992 Commission File Number 0-13147

LESCO, Inc.
(Exact name of registrant as specified in its charter)

OHIO	34-0904517
(State or other jurisdiction of incorporation or organization)	(I.R.S. Employer Identification Number)
20005 Lake Road Rocky River, Ohio (Address of principal executive offices)	44116 (Zip Code)

(216) 333-9250
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding twelve months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes X No ___

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the close of the latest practical date.

Class	Outstanding at May 11, 1992
Common stock without par value	4,167,533 shares

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PART I - FINANCIAL STATEMENTS

LESCO, INC.
BALANCE SHEETS

	March 31 1992	March 31 1991	December 31 1991
ASSETS			
Current Assets:			
Cash	$ 969,786	$ 714,885	$ 426,436
Accounts receivable - net	40,951,146	35,749,919	29,674,831
Inventories	39,518,775	34,893,509	36,400,099
Prepaid expenses and other assets	3,557,265	2,766,991	4,106,590
Total Current Assets	84,996,972	74,125,304	70,607,956
Property, Plant and Equipment	30,477,351	26,458,108	29,300,720
Less allowance for depreciation and amortization	(12,432,028)	(10,154,516)	(11,824,529)
	18,045,323	16,303,592	17,476,191
Other Assets	2,012,269	1,880,043	1,999,736
TOTAL ASSETS	$105,054,564	$ 92,308,939	$ 90,083,883
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current Liabilities:			
Accounts payable	$ 30,509,346	$ 22,868,136	$ 15,759,918
Note payable		6,000,000	6,000,000
Other current liabilities	2,360,681	923,742	3,242,306
Current portion of long-term debt	200,000	600,000	525,000
Total Current Liabilities	33,070,027	30,391,878	25,527,224
Long-term Debt-net of current portion	45,342,566	38,345,162	38,441,608
Deferred Federal Income Taxes	1,258,000	1,699,000	1,258,000
Shareholders' Equity:			
Preferred shares-without par value-authorized 500,000 shares			
Common shares - without par value-4,162,133 shares issued; 4,157,633 outstanding at March 31, 1992, 4,095,808 at March 31, 1991, 4,109,108 at December 31, 1991	416,213	410,081	411,361
Paid-in capital	4,963,654	4,397,002	4,517,610
Retained earnings	20,041,576	17,107,452	19,965,552
Less treasury shares	(37,472)	(41,636)	(37,472)
Total Shareholders' Equity	25,383,971	21,872,899	24,857,051
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	$105,054,564	$ 92,308,939	$ 90,083,883

LESCO, INC.
STATEMENTS OF INCOME

	THREE MONTHS ENDED MARCH 31		MONTH ENDED DECEMBER 31	
	1992	1991	1991	1990
Net sales	$31,887,399	$26,577,431	$ 3,668,853	$ 3,182,830
Cost of sales	21,655,316	18,690,273	2,459,499	2,174,049
Gross Profit on Sales	10,232,083	7,887,158	1,209,354	1,008,781
Selling, general and administrative expenses	9,852,878	8,693,716	3,466,812	2,870,035
Income (Loss) from Operations	379,205	(806,558)	(2,257,458)	(1,861,254)
Other deductions (income):				
Interest expense	689,089	921,781	249,836	308,457
Other - net	(431,908)	(306,007)	(179,828)	(130,794)
	257,181	615,774	70,008	177,663
Income (Loss) Before Income Taxes	122,024	(1,422,332)	(2,327,466)	(2,038,917)
Income Taxes (Benefit)	46,000	(541,000)	(750,000)	(775,000)
NET INCOME (LOSS)	$ 76,024	$ (881,332)	$ (1,577,466)	$ (1,263,917)
EARNINGS (LOSS) PER SHARE	$ .02	$ (.22)	$ (.38)	$ (.31)
Weighted average number of common and common equivalent shares outstanding	4,268,521	4,095,808	4,109,108	4,097,758

LESCO, INC.
STATEMENTS OF CASH FLOW

	THREE MONTHS ENDED MARCH 31		MONTH ENDED DECEMBER 31	
	1992	1991	1991	1990
OPERATING ACTIVITIES:				
Net Income (Loss)	$ 76,024	$ (881,332)	$(1,577,466)	$(1,263,917)
Adjustments to reconcile net income (loss) to net cash provided by (used by) operating activities:				
Depreciation and amortization	678,527	561,802	213,999	186,837
Deferred income taxes			(750,000)	
(Increase) decrease in accounts receivable	(11,611,050)	(9,494,090)	4,482,162	3,148,915
Provision for uncollectible accounts receivable	334,735	137,493	108,086	48,381
Increase in inventories	(3,118,676)	(611,159)	(4,226,972)	(4,217,614)
Increase in accounts payable	14,749,428	5,846,188	2,285,835	2,996,487
Increase in other current items	(432,300)	(1,062,495)	(675,488)	(1,234,321)
Other	(12,533)	(11,019)	(3,607)	(2,984)
NET CASH PROVIDED BY (USED BY) OPERATING ACTIVITIES	664,155	(5,514,612)	(143,451)	(338,216)
INVESTING ACTIVITIES:				
Purchase of property, plant and equipment	(1,247,659)	(718,858)	(242,278)	(176,321)
Proceeds from note receivable	100,000	43,750		
NET CASH USED IN INVESTING ACTIVITIES	(1,147,659)	(675,108)	(242,278)	(176,321)
FINANCING ACTIVITIES:				
Proceeds from borrowings	4,174,000	17,562,000	3,479,000	3,471,000
Reduction of borrowings	(3,598,042)	(11,326,191)	(3,220,312)	(3,531,827)
Issuance of common shares	450,896			
Purchase of common shares		(3,116)		(18,360)
NET CASH PROVIDED BY FINANCING ACTIVITIES	1,026,854	6,232,693	258,688	(79,187)
Net Increase (Decrease) in Cash	543,350	42,973	(127,041)	(593,724)
Cash - Beginning of the Period	426,436	671,912	553,477	1,265,636
CASH - END OF THE PERIOD	$ 969,786	$ 714,885	$ 426,436	$ 671,912

LESCO, INC.
NOTES TO FINANCIAL STATEMENTS

NOTE A - Basis of Presentation

The accompanying unaudited financial statements have been prepared in accordance with the requirements of Regulation S-X and Form 10-Q. The statements reflect all adjustments, consisting only of normal recurring accruals, which are, in the opinion of management, necessary for a fair presentation of the results for interim periods. For further information, refer to the audited financial statements and footnotes thereto for the year ended November 30, 1991.

NOTE B - Change in Fiscal Year

The Company changed its fiscal year from November 30 to a calendar year ending December 31. This year end change created a one month transitional reporting period ending December 31, 1991. The reporting of the December 1991 transition period is included in this Form 10-Q. The Company has recast its first quarter 1991 financial statements to include the three month period ended March 31, 1991 in order to present results of operations on a more comparable basis.

LESCO, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Results of Operations

First Quarter Ended March 31, 1992 compared to First Quarter Ended March 31, 1991

The Company changed from a November 30 fiscal year to a December 31 calendar year effective December 31, 1991. To reflect comparative months for the prior year, the Company recast its 1991 quarterly financial statements.

Sales increased $5,310,000, a 20% increase for the first quarter ended March 31, 1992 over the comparable three months ended March 31, 1991. All product categories contributed to the sales increase with the largest increases being $2,429,000 in turf protection products and $1,207,000 in fertilizers. Service Center sales continued its growth with average store sales for comparable stores in the first quarter 1992 being $206,000 as compared to $176,000 in the first quarter of 1991, an increase of 17%.

Gross profit as a percentage of sales for the first quarter 1992 was 32.1% compared to 29.7% for the first quarter of 1991. This increase in gross profit as a percentage of sales was due principally to combination fertilizer/protection products which recovered from the unusually low marketplace pricing experienced in the first quarter of 1991. The gross profit percentage for equipment also improved while other sales product categories remained relatively unchanged.

For the quarter ended March 31, 1992, selling, general and administrative expenses increased by $1,159,000 over the same period last year. These expenses decreased as a percent of sales to 30.9% for the first quarter of 1992 compared to 32.7% in the first quarter of 1991. This reflects the fixed nature of many of the costs relating to the Company's selling, warehousing and administrative expenses. Delivery costs did increase during the period by $518,000 which reflects the consolidation of northern production facilities into the Martins Ferry, Ohio facility creating longer delivery distances particularly to the New England market. In addition, certain products for our southern marketplace are manufactured at Martins Ferry to supplement seasonal production demands of our Sebring, Florida facility resulting in increased delivery costs. The increases in delivery costs are offset by production efficiencies and lower raw material costs in Martins Ferry. Service Center costs increased $392,000 which represents the increase in the number of Service Centers in operation. The Company's general expenses increased $390,000 for the first quarter of 1992 compared to 1991. These costs reflect increases in state product registration costs and an increase in the allowance for uncollectible customer receivables.

Interest expense decreased from $922,000 in the first quarter 1991 to $689,000 for the first quarter of 1992. This reduction relates to the decrease in the Company's borrowing rates as market rates decreased.

Comparison of the Month of December 1991 to December 1990

Sales for the month of December 1991 were $3.669,000 compared to $3,183,000 in December 1990. The month of December represents the lowest volume sales month for the Company due to the winter season in the northern marketplace and the overall effect of the holidays. The Company's gross profit as a percentage of sales increased in December 1991 to 33% compared to 31.7% in December 1990. Selling, general and administrative costs also increased for the month of December 1991 compared to December 1990 due principally to the Company's sales meeting held in December 1991, an increase in the number of Service Centers operating in 1991 compared to 1990, and increases in state product registration costs. The Company's net loss for the month of December 1991 was $1,577,000 compared to $1,264,000 for December 1990.

Financial Condition

The Company's total assets increased to over $100,000,000 as of March 31, 1992 due principally to an increase of $5,201,000 in accounts receivable and a $4,625,000 increase in inventories from March 31, 1991 to March 31, 1992. These increases were funded principally by increases in accounts payable of $7,641,000 and shareholders' equity of $3,511,000.

During the first quarter of 1992, the Company renewed its revolving credit agreement with its principal banks increasing its total available long-term credit facility from $32,000,000 to $45,000,000. The agreement matures in May 1994 with no significant changes in the terms and conditions from the previous agreement. The new agreement replaces the previous amounts outstanding under the expiring agreement and the $6,000,000 short-term note. Also during the quarter, the Company finalized the $1,000,000 State of Ohio Department of Development Loan related to the Martins Ferry project. The $1,000,000 loan was received in the first quarter of 1992 and is payable in monthly installments over a ten year period bearing interest at five percent annually.

The Company's expenditures for capital improvements totaled $1,248,000 for the first quarter of 1992 and relate principally to the completion of the Martins Ferry facility. The Company's capital improvement plans for the remainder of 1992 will focus on enhancing certain operations at the Martins Ferry facility and expanding the Company's Service Center operations. These expenditures will be funded by operations or borrowings.

The Company generally does not enter into long-term contracts and as a result, is generally in a position to offset increases for raw materials through price adjustments.

PART II - OTHER INFORMATION

The items in Part II are inapplicable or, if applicable, would be answered in the negative. These items have been omitted and no other reference is made thereto.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

LESCO, INC.

May 12, 1992

By: _____
Daniel G. Dunstan
Chief Operating Officer
Executive Vice President/Secretary
Principal Financial Officer